

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY TOKYO

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TAGS: OEXC, JA

SUBJECT: CULCON VIII: CULTURAL ORIENTATION OF BUSINESS/

-----PROFESSIONAL REPRESENTATIVES

1. TO ASSURE FRUITFUL DISCUSSION IN LIMITED TIME DURING
CULCON, AMERICAN SIDE PLANS TO HAVE SEVERAL SHORT
PAPERS PREPARED ON THIS TOPIC WHICH WILL IN SUM: 1)
DESCRIBE THE CURRENT SITUATION; 2) OUTLINE WHAT IS NOW
BEING DONE WITHIN ACADEMIC PROGRAMS AND ALSO FOR MID-CAREER
BUSINESSMEN AND OTHER PROFESSIONALS PREPARING FOR JAPAN
ASSIGNMENTS AND 3) WHAT MIGHT BE DONE IN FUTURE. RICHARD
STAUBITZ OF YALE WILL DO SHORT WORKING PAPER ON CURRENT
SITUATION AND PRESENT UNIVERSITY PROGRAMS IN US FOR PANEL'S
INFORMATION; BUD KLAUSER OF DOW-CHEMICAL WILL PREPARE
SIMILAR SHORT PAPER ON PROBLEM AND NEEDS AS VIEWED
FROM US BUSINESS. STAUBITZ WILL INCLUDE DESCRIPTION OF
BCIU AMERICAN UNIVERSITY ORIENTATION PROGRAM AMONG
OTHERS.

GERSTACKER AND HALL AGREE IT WOULD BE MOST HELPFUL IF
TOM HAGUE WOULD BE WILLING TO PREPARE SHORT PAPER FOR
INTENDED USE OF BOTH PANELS AT CULCON DESCRIBING SITUATION
AND NEEDS ON AMERICAN SIDE AS HE SEES THEM FROM TOKYO.

PLEASE ADVISE.

2. TO GAIN WIDER COMMITMENT FOR FUTURE ACTION FROM BUSI-
NESSES IN JAPAN AND US, DEPARTMENT,HALL AND GERSTACKER
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BELIEVE IT WOULD BE MOST APPROPRIATE FOR CULCON COMMUNIQUE

TO RECOMMEND COOPERATION IN, AND FURTHER CONSIDERATION OF,
THIS PROJECT BY A SMALLER, AD HOC GROUP FROM CULCON AND
FROM US-JAPAN ECONOMIC COUNCIL WHICH MEETS IN JAPAN IN JUNE
GERSTACKER WOULD THEN ATTEMPT OBTAIN AGREEMENT AND ENDORSE-
MENT AT TOKYO COUNCIL MEETING. EMBASSY IS REQUESTED TO
SEEK FONMIN REACTION TO THIS PROPOSED APPROACH.

3. IT WOULD BE HELPFUL IF STAUBITZ COULD HAVE BRIEF, UP-
TO-DATE DESCRIPTION FOR HIS PAPER OF IUC PROGRAMS
RELATING TO THIS TOPIC, BOTH CURRENT PROJECT AND POSSIBLE
FUTURE PLANS. PLEASE ASK BUTLER TO SEND VIA CU/EA.

4. CERTAINLY BOTH PANELS WOULD BENEFIT BY HAVING SOMEWHAT
SIMILAR WORKING PAPERS FROM JAPANESE ON JAPAN SITUATION
AND POSSIBLE FUTURE ACTIONS. OBVIOUSLY IN TIME REMAINING,
SUCH PAPERS ON BOTH SIDES WILL BE SKETCHY AND ONLY FOR
INTERNAL USE, HELPING DELEGATIONS TO MAKE BEST USE OF LIM-
ITED TIME ON AGENDA FOR DISCUSSION THIS NEW TOPIC.

EMBASSY REQUESTED DISCUSS WITH FONMIN AND ADVISE.

5. ABOVE MAKES IT ALL THE MORE IMPORTANT THAT JAPANESE
DELEGATION INCLUDE A BUSINESS REPRESENTATIVE. JAPANESE
MAY ALSO WISH CONSIDER INVITING JAPANESE BUSINESS
REPRESENTATIVE NOW ASSIGNED IN US TO PARTICIPATE IN DISCUS-
SION OF THIS AGENDA ITEM. ROBINSON

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